

# Lettuce:

## Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during July 2002. The denominator represents the total number of FEU shipped, by carriers, throughout the 2002 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, July 2002.

### Market Share-July:

Each carrier's current market share is based on the number of containers shipped during July 2002. Source: PIERS, July 2002.

### Market Share-CY 2002:

Each carrier's market share is based on the total number of containers shipped throughout the 2002 calendar year. Source: PIERS, 2002.

### **Transit Time**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

### **Ocean Rates**

Ocean rates are applicable for September 30, 2002. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Sol Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### Container Rate

Container rates for Lettuce are quoted on full, 40-foot refrigerated containers unless otherwise noted.

### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

Chassis = Chassis Surcharge

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Ron Hagen, Heidi Reichert, and April Taylor of the Transportation Services Branch, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325, or Taylor on (202) 690-1326 or by fax on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: September 30, 2002 Page 1 of 6

L.A./L.B./Oakland Ports To Hong Kong

Lettuce

Monthly Market Share For: July 2002

Month\Year 81.8 \ 265.1

| 112011111/12011 01:0 (20 |                 | Surcharges:     |                 |            |         |         |     |     |         |     |           |      |               |
|--------------------------|-----------------|-----------------|-----------------|------------|---------|---------|-----|-----|---------|-----|-----------|------|---------------|
| Carrie                   | Market<br>Share | Market<br>Share | Transit<br>Time | Ocean Rate | <br>BAF | CHASSIS | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| Maersk-SeaLand           | 38%             | 33%             | 14 Days         | \$3,400    | \$140   | \$40    |     |     |         |     |           |      | \$3,580       |
| APL                      | 13%             | 15%             | 13 Days         | \$4,050    | \$140   | \$40    |     |     |         |     |           |      | \$4,230       |
| Hyundai                  | 13%             | 11%             | 14 Days         | \$2,200    | \$140   |         |     |     |         |     |           |      | \$2,340       |
| OOCL                     | 13%             | 9%              | 13 Days         | \$3,100    | \$140   | \$40    |     |     |         |     |           |      | \$3,280       |
| MOL                      | 12%             | 7%              | 14 Days         | \$3,200    | \$140   | \$40    |     |     |         |     |           |      | \$3,430       |
| NYK Line                 | 3%              | 16%             | 11 Days         | \$2,300    | \$140   |         |     |     |         |     |           |      | \$2,440       |
| P&O Nedlloyd             | 3%              | 3%              | 14 Days         | \$3,700    | \$140   | \$40    |     |     |         |     |           |      | \$3,880       |
| Yang Ming                | 3%              | 3%              | 16 Days         |            |         |         |     |     |         |     |           |      |               |

Average Container Rate \$3,413

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Lettuce

Monthly Market Share For: July 2002

Month\Year 35.9 \ 265.1

Surcharges:

|                | Market | Market | Transit |                     |                   |         |     |                    |         |            |           |      |                |
|----------------|--------|--------|---------|---------------------|-------------------|---------|-----|--------------------|---------|------------|-----------|------|----------------|
| Carrie         | Share  | Share  | Time    | Ocean Rate          | BAF               | CHASSIS | CAF | THC                | CFS Rec | <b>ARB</b> | Cotton R. | Size | Container Rate |
| MOL            | 45%    | 26%    | 13 Days | \$4,500             | \$140             | \$40    |     |                    |         |            |           |      | \$4,680        |
| OOCL           | 25%    | 34%    | 14 Days | \$3,100             | \$140             | \$40    |     |                    |         |            |           |      | \$3,280        |
| APL            | 17%    | 19%    | 12 Days | \$4,050             | \$140             |         | 3%  |                    |         |            |           |      | \$4,312        |
| Evergreen      | 6%     | 5%     | 17 Days |                     |                   |         |     |                    |         |            |           |      |                |
| Yang Ming      | 3%     | 4%     | 13 Days |                     |                   |         |     |                    |         |            |           |      |                |
| Maersk-SeaLand | 3%     | 2%     | 12 Days | \$3,400             | \$140             | \$40    | 3%  |                    |         |            |           |      | \$3,682        |
| Hyundai        | 1%     | 0%     | 13 Days |                     |                   |         |     |                    |         |            |           |      |                |
| NYK Line       | 0%     | 6%     | 13 Days | \$2,300             | \$140             |         |     |                    |         |            |           |      | \$2,440        |
| K Line         | 0%     | 3%     | 14 Days | \$173 <sup>16</sup> | \$12 <sup>1</sup> | 6       | 3%  | \$46 <sup>16</sup> |         |            |           |      | \$4,488        |

<sup>16</sup> Rate is calculated per KT not by container.

Average Container Rate \$4,186

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L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Lettuce

Monthly Market Share For: July 2002

Month\Year  $0.1 \setminus 1.5$ 

| Surcharges: |  |  |
|-------------|--|--|
|             |  |  |

| Carrie         | Market<br>Share | Market<br>Share | Transit<br>Time | Ocean Rate | BAF   | CHASSIS | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|----------------|-----------------|-----------------|-----------------|------------|-------|---------|-----|-----|---------|-----|-----------|------|---------------|
| NYK Line       | 100%            | 7%              | 21 Days         | \$2,600    | \$140 |         |     |     |         |     |           |      | \$2,740       |
| MOL            | 0%              | 70%             | 24 Days         | \$4,200    | \$140 | \$40    |     |     |         |     |           |      | \$4,380       |
| Maersk-SeaLand | 0%              | 18%             | 25 Days         | \$3,800    | \$140 | \$40    |     |     |         |     |           |      | \$3,980       |
| OOCL           | 0%              | 5%              | 25 Days         | \$3,400    | \$140 | \$40    |     |     |         |     |           |      | \$3,580       |

Average Container Rate \$2,740

L.A./L.B./Oakland Ports To Singapore

Lettuce

Monthly Market Share For: July 2002

Month\Year 44.7 \ 193.8

|                 |                         |                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                    | Surenta ges.                                                                                                                                                                                                                                                                                                                                                                                                                                     |                 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| Market<br>Share | Market<br>Share         | Transit<br>Time                                                                                                                                                                                  | Ocean Rate                                                                                                                                                                                                                                                                                                         | BAF                                                                                                                                                                                                                                                                                                                                                                                                                                              | CHASSIS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | CAF                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | ТНС                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | CFS Rec                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | ARB                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Cotton R.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Size                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | ContainerRate                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 53%             | 57%                     | 17 Days                                                                                                                                                                                          | \$3,400                                                                                                                                                                                                                                                                                                            | \$140                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$40            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                        |
| 20%             | 18%                     | 22 Days                                                                                                                                                                                          | \$4,500                                                                                                                                                                                                                                                                                                            | \$140                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$40            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                                                                                                                                                                                                                                                                                                                             | \$4,680                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 13%             | 9%                      | 21 Days                                                                                                                                                                                          | \$3,800                                                                                                                                                                                                                                                                                                            | \$140                                                                                                                                                                                                                                                                                                                                                                                                                                            |                 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                        |
| 9%              | 2%                      | 15 Days                                                                                                                                                                                          | \$3,700                                                                                                                                                                                                                                                                                                            | \$140                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$40            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                                                                                                                                                                                                                                                                                                                             | \$4,139                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 2%              | 2%                      | 21 Days                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                 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                        |
| 2%              | 1%                      | 21 Days                                                                                                                                                                                          | \$3,000                                                                                                                                                                                                                                                                                                            | \$240                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$40            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                                                                                                                                                                                                                                                                                                                             | \$3,597                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 0%              | 9%                      | 15 Days                                                                                                                                                                                          | \$3,500                                                                                                                                                                                                                                                                                                            | \$140                                                                                                                                                                                                                                                                                                                                                                                                                                            |                 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                                                                                                                                                                                                                                                                                                                             | \$3,885                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 0%              | 4%                      | 13 Days                                                                                                                                                                                          | \$2,500                                                                                                                                                                                                                                                                                                            | \$140                                                                                                                                                                                                                                                                                                                                                                                                                                            |                 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                                                                                                                                                                                                                                                                                                                             | \$2,640                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|                 | 53% 20% 13% 9% 2% 2% 0% | Share         Share           53%         57%           20%         18%           13%         9%           9%         2%           2%         2%           2%         1%           0%         9% | Share         Share         Time           53%         57%         17 Days           20%         18%         22 Days           13%         9%         21 Days           9%         2%         15 Days           2%         21 Days           2%         1%         21 Days           0%         9%         15 Days | Share         Share         Time         Ocean Rate           53%         57%         17 Days         \$3,400           20%         18%         22 Days         \$4,500           13%         9%         21 Days         \$3,800           9%         2%         15 Days         \$3,700           2%         2%         21 Days           2%         1%         21 Days         \$3,000           0%         9%         15 Days         \$3,500 | Share         Share         Time         Ocean Rate         BAF           53%         57%         17 Days         \$3,400         \$140           20%         18%         22 Days         \$4,500         \$140           13%         9%         21 Days         \$3,800         \$140           9%         2%         15 Days         \$3,700         \$140           2%         2%         21 Days           2%         1%         21 Days         \$3,000         \$240           0%         9%         15 Days         \$3,500         \$140 | Share         Share         Time         Ocean Rate         BAF         CHASSIS           53%         57%         17 Days         \$3,400         \$140         \$40           20%         18%         22 Days         \$4,500         \$140         \$40           13%         9%         21 Days         \$3,800         \$140         \$40           9%         2%         15 Days         \$3,700         \$140         \$40           2%         21 Days         \$3,000         \$240         \$40           0%         9%         15 Days         \$3,500         \$140 | Market Share         Market Share         Transit Time         Ocean Rate         BAF         CHASSIS         CAF           53%         57%         17 Days         \$3,400         \$140         \$40           20%         18%         22 Days         \$4,500         \$140         \$40           13%         9%         21 Days         \$3,800         \$140         7%           9%         2%         15 Days         \$3,700         \$140         \$40         7%           2%         21 Days         \$3,000         \$240         \$40         7%           0%         9%         15 Days         \$3,500         \$140         7% | Market Share         Market Share         Transit Time         Ocean Rate         BAF         CHASSIS         CAF         THC           53%         57%         17 Days         \$3,400         \$140         \$40           20%         18%         22 Days         \$4,500         \$140         \$40           13%         9%         21 Days         \$3,800         \$140         7%           9%         2%         15 Days         \$3,700         \$140         \$40         7%           2%         21 Days         \$3,000         \$240         \$40         7%           0%         9%         15 Days         \$3,500         \$140         7% | Market Share         Market Share         Time         Ocean Rate         BAF         CHASSIS         CAF         THC         CFS Record           53%         57%         17 Days         \$3,400         \$140         \$40           20%         18%         22 Days         \$4,500         \$140         \$40           13%         9%         21 Days         \$3,800         \$140         7%           9%         2%         15 Days         \$3,700         \$140         \$40         7%           2%         21 Days         \$3,000         \$240         \$40         7%           0%         9%         15 Days         \$3,500         \$140         7% | Market Share         Market Share         Time         Ocean Rate         BAF         CHASSIS         CAF         THC         CFS Rec         ARB           53%         57%         17 Days         \$3,400         \$140         \$40           20%         18%         22 Days         \$4,500         \$140         \$40           13%         9%         21 Days         \$3,800         \$140         7%           9%         2%         15 Days         \$3,700         \$140         \$40         7%           2%         21 Days         \$3,000         \$240         \$40         7%           0%         9%         15 Days         \$3,500         \$140         7% | Market Share         Market Share         Time         Ocean Rate         BAF         CHASSIS         CAF         THC         CFS Rec         ARB         Cotton R.           53%         57%         17 Days         \$3,400         \$140         \$40           20%         18%         22 Days         \$4,500         \$140         \$40           13%         9%         21 Days         \$3,800         \$140         7%           9%         2%         15 Days         \$3,700         \$140         \$40         7%           2%         21 Days         \$3,000         \$240         \$40         7%           0%         9%         15 Days         \$3,500         \$140         7% | Market Share         Market Share         Transit Time         Ocean Rate         BAF         CHASSIS         CAF         THC         CFS Rec         ARB         Cotton R.         Size           53%         57%         17 Days         \$3,400         \$140         \$40           20%         18%         22 Days         \$4,500         \$140         \$40           13%         9%         21 Days         \$3,800         \$140         7%           9%         2%         15 Days         \$3,700         \$140         \$40         7%           2%         2%         21 Days         \$3,000         \$240         \$40         7%           0%         9%         15 Days         \$3,500         \$140         7% |

Average Container Rate \$3,947

L.A./L.B./Oakland Ports To Tokyo/Yokohama, Japan

Market

Share

Market

Share

Lettuce

Monthly Market Share For: July 2002

**Transit** 

Time

Month\Year 6.2 \ 66.2

Carrie

|            |       |         |     | Surcharg | es:     |     |           |      |               |
|------------|-------|---------|-----|----------|---------|-----|-----------|------|---------------|
|            |       |         |     |          |         |     |           |      |               |
| Ocean Rate | BAF   | CHASSIS | CAF | THC      | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| \$3,400    | \$140 | \$40    | 35% |          |         |     |           |      | \$4,770       |

| Maersk-SeaLand | 44% | 68% | 10 Days | \$3,400 | \$140 | \$40 | 35% | \$4,770 |
|----------------|-----|-----|---------|---------|-------|------|-----|---------|
| MOL            | 32% | 6%  | 11 Days | \$3,550 | \$140 | \$40 |     | \$3,730 |
| APL            | 16% | 3%  | 10 Days | \$3,450 | \$140 | \$40 | 35% | \$4,838 |
| P&O Nedlloyd   | 7%  | 1%  | 11 Days | \$3,700 | \$140 | \$40 |     | \$3,880 |
| COSCO          | 1%  | 9%  | 12 Days |         |       |      |     |         |
| Hanjin         | 0%  | 14% | 9 Days  | \$3,150 | \$140 | \$40 | 35% | \$4,433 |

Average Container Rate \$4,382